

11. A system for managing data associated with available-to-promise (ATP) products, comprising:

at least two seller models that each represent a seller for one or more products, each product being associated with a product forecast model representing:

forecasted sales of the product through the seller;

planned supply of the product;

customer orders for the product through the seller; and

allocated supply of the product to the seller; and

the system operable to compute the amount of the product that is ATP at the seller according to the planned supply, the customer orders, the allocated supply and the amount of the product that is ATP at one or more other sellers.

12. The system of Claim 11, further operable to adjust the allocated supply according to one or more business criteria selected from the group consisting of seller criteria, product criteria, forecast criteria, supply criteria, customer order criteria, and policy criteria.

13. The system of Claim 11, further operable to:

communicate forecast models to a remote system;

receive from the remote system a promise computed at the remote system for a customer order requesting a quantity of a product through the seller, the promise being computed according to the allocated supply;

receive from the remote system adjusted forecast models reflecting the promise; and

recompute the amount of the product that is ATP at the seller.

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14. (Amended) The system of Claim 13, wherein:
all forecast models for one or more sellers are communicated to the remote system;
and
the system is further operable to:

receive from the remote system the promise also computed according to the amount of the product that is ATP at the one or more other sellers; and

adjust the amount of the product that is ATP at the one or more other sellers if the promise exceeds the allocated supply for the seller.

15. The system of Claim 11, wherein the forecast model further represents a quantity of the product the seller has committed to selling, the system operable to adjust the allocated supply for the seller according to the committed quantity.

16. The system of Claim 11, further operable to:
accept a customer order requesting a quantity of a product through the seller; and
compute a promise for the customer order according to the planned supply and one or more existing customer orders, the promise restricted according to the allocated supply.

17. The system of Claim 11, wherein:
each forecast model is extensible such that one or more policy rules may be associated with the corresponding product;
each policy rule comprises a restriction on either the forecasted sales or the allocated supply for the seller; and
either the forecasted sales or the allocated supply is computed according to the policy rules.

18. The system of Claim 11, further operable to adjust either the forecasted sales or the allocated supply for a product for the seller according to an arrival rate of customer orders for the product through the seller.

19. A system for managing data associated with available-to-promise (ATP) products, comprising:

at least one seller model representing a seller for products that each correspond to an item having one or more restrictions on its sale, at least two products corresponding to the same item but with at least one different restriction, each product being associated with a product forecast model representing:

- forecasted sales of the product through the seller;
- planned supply of the product;
- customer orders for the product through the seller; and
- allocated supply of the product to the seller; and

wherein the system is operable to compute the amount of the product that is ATP at the seller according to the planned supply, the customer orders, the allocated supply, and the amount of the product that is ATP at one or more other sellers.

20. The system of Claim 19, wherein the restrictions are selected from the group consisting of price restrictions, quantity restrictions, and lead time restrictions.

21. The system of Claim 19, further operable to adjust the allocated supply according to one or more business criteria selected from the group consisting of seller criteria, product criteria, forecast criteria, supply criteria, customer order criteria, and policy criteria.

22. The system of Claim 19, further operable to:

- communicate forecast models to a remote system;
- receive from the remote system a promise computed at the remote system for a customer order requesting a quantity of one or more items through the seller, the promise being computed according to at least the allocated supply for corresponding products;
- receive from the remote system adjusted forecast models reflecting the promise; and
- recompute the amounts of the corresponding products that are ATP at the seller.

23. The system of Claim 19, wherein the forecast model further represents a quantity of corresponding products the seller has committed to selling, the system operable to adjust the allocated supply for the seller according to the committed quantity.

24. The system of Claim 19, further operable to:

accept a customer order requesting quantities of one or more items through the seller; and

compute a promise for the customer order according to the allocated supply for corresponding products, wherein the promise comprises a plurality of options each with one or more of the restrictions specified for these products.

25. The system of Claim 19, wherein:

each forecast model is extensible such that one or more policy rules may be associated with the corresponding product;

each policy rule comprises a restriction on either the forecasted sales or the allocated supply for the seller; and

either the forecasted sales or the allocated supply are computed according to the policy rules.

26. The system of Claim 19, further operable to adjust either the forecasted sales or the allocated supply for one or more products for the seller according to an arrival rate of customer orders for those products through the seller.

27. A method for managing data associated with available-to-promise (ATP) products, comprising:

accessing at least two seller models that each represent a seller for one or more products, each product associated with a product forecast model representing:

forecasted sales of the product through the seller;

planned supply of the product;

customer orders for the product through the seller; and

allocated supply of the product to the seller; and

computing the amount of the product that is ATP at the seller according to the planned supply, the customer orders, the allocated supply, and the amount of the product that is ATP at one or more other sellers.

28. The method of Claim 27, further comprising adjusting the allocated supply according to one or more business criteria selected from the group consisting of seller criteria, product criteria, forecast criteria, supply criteria, customer order criteria, and policy criteria.

29. The method of Claim 27, further comprising:

communicating forecast models to a remote system;

receiving a promise computed at the remote system for a customer order requesting a quantity of a product through the seller, the promise having been computed according to the allocated supply;

receiving from the remote system adjusted forecast models reflecting the promise; and recomputing the amount of the product that is ATP at the seller.

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30. (Amended) The method of Claim 29:

wherein all forecast models for one or more sellers are communicated to the remote system;

wherein the promise has also been computed according to the amount of the product that is ATP at the one or more other sellers; and

further comprising adjusting the amount of the product that is ATP at the one or more other sellers if the promise exceeds the allocated supply for the seller.

31. The method of Claim 27:

wherein the forecast model further represents a quantity of the product the seller has committed to selling; and

further comprising adjusting the allocated supply for the seller according to the committed quantity.

32. The method of Claim 27, further comprising:

accepting a customer order requesting a quantity of a product through the seller; and

computing a promise for the customer order according to the planned supply and one or more existing customer orders, the promise restricted according to the allocated supply.

33. The method of Claim 27, wherein:

each forecast model is extensible such that one or more policy rules may be associated with the corresponding product;

each policy rule comprises a restriction on either the forecasted sales or the allocated supply for the seller; and

either the forecasted sales or the allocated supply is computed according to the policy rules.

34. The method of Claim 27, further comprising adjusting either the forecast values or the allocated supply for a product for the seller according to an arrival rate of customer orders for the product through the seller.

35. A method for managing data associated with available-to-promise (ATP) products, comprising:

accessing at least one seller model representing a seller for products that each correspond to an item having one or more restrictions on its sale, at least two products corresponding to the same item but with at least one different restriction, each product being associated with a product forecast model representing:

forecasted sales of the product through the seller;

planned supply of the product;

customer orders for the product through the seller; and

allocated supply of the product to the seller; and

computing the amount of the product that is ATP at the seller according to the planned supply, the customer orders, the allocated supply, and the amount of the product that is ATP at one or more other sellers.

36. The method of Claim 35, wherein the restrictions are selected from the group consisting of price restrictions, quantity restrictions, and lead time restrictions.

37. The method of Claim 35, further comprising adjusting the allocated supply according to one or more business criteria selected from the group consisting of seller criteria, product criteria, forecast criteria, supply criteria, customer order criteria, and policy criteria.

38. The method of Claim 35, further comprising:
communicating forecast models to a remote system;
receiving a promise computed at the remote system for a customer order requesting a quantity of one or more items through the seller, the promise having been computed according to at least the allocated supply for corresponding products;
receiving from the remote system adjusted forecast models reflecting the promise; and recomputing the amounts of the corresponding products that are ATP at the seller.

39. The method of Claim 35, wherein:
the forecast model further represents a quantity of corresponding products the seller has committed to selling; and
further comprising adjusting the allocated supply according to the committed quantity.

40. The method of Claim 35, further comprising:
accepting a customer order requesting quantities of one or more items through the seller; and
computing a promise for the customer order according to the allocated supply for corresponding products, wherein the promise comprises a plurality of options each with one or more of the restrictions specified for these products.

41. The method of Claim 35, wherein:
each forecast model is extensible such that one or more policy rules may be associated with the corresponding product;
each policy rule comprises a restriction on either the forecasted sales or the allocated supply for the seller; and
either the forecasted sales or the allocated supply is computed according to the policy rules.